



STATE OF TENNESSEE
DEPARTMENT OF COMMERCE AND INSURANCE
TENNESSEE REAL ESTATE COMMISSION
500 JAMES ROBERTSON PARKWAY
NASHVILLE, TN 37243-1151

June 14, 2010

Dear Education Provider,

This letter addresses the renewal process which is effective immediately for all courses and instructors currently approved by the Tennessee Real Estate Commission. For the course(s) you wish to renew, please make the necessary copies of the enclosed application packet and return them with the required information. For courses you wish NOT to renew, please fill out page one (1) of the course application form with the identifying course information and write "VOID" in bold letters on the form.

All course providers must resubmit their courses for approval at least one hundred (120) days prior to the applicable date. Courses will begin to be presented to the Tennessee Real Estate Commission for course and instructor approval starting September 2010. Your course number and provider number will not change. Please note any courses that have no changes made in material or instructor may be approved faster by the Commission.

An important Rule change to note is Rule 1260-05.15(2) which authorizes a twenty-five dollar (\$25.00) fee paid for each course instructor. Currently, there is no charge for requesting an instructor's approval to an approved course until 12/31/2010. Furthermore, any home study courses sold will have to be renewed or CE credit will not be awarded to a student completing a course that was not renewed during this process.

You will be notified of your course renewal approval. The course approval may be monitored on the TREC website at <http://www.tn.gov/commerce/boards/trec> under "Approved Schools/Courses".

If you have any questions, please contact me at steve.mcdonald@tn.gov. I appreciate your service and all the quality work you provide.

Kindest Regards,

A handwritten signature in black ink, appearing to read "Stephen D. McDonald".

Stephen D. McDonald, Education Director



STATE OF TENNESSEE
DEPARTMENT OF COMMERCE AND INSURANCE
TENNESSEE REAL ESTATE COMMISSION
500 JAMES ROBERTSON PARKWAY
NASHVILLE, TN 37243-1151

June 2010

Dear Educator,

The Tennessee Real Estate Commission requires all courses be submitted for initial review or course renewal with the forms enclosed with this letter. These forms are the following:

- » Course Review Application and Instructors
- » Instructor Form with instructions
- » Instructions for electronic rosters for course completion information
- » Topics to be covered in the 2011-2012 TREC CORE Course
- » Course Outline for the Course for New Affiliates

Copies of TREC law, rules and policies concerning education (course outlines for the affiliate pre-licensing course, office broker management and topics for continuing education) can be accessed at the TREC web-site: <http://www.tn.gov/commerce/boards/trec>.

Also, courses must be into the TREC office by the 15th day of the month prior to the month to be reviewed by the Commission. If a course is reviewed in June of a year, that course must be into the TREC office for review no later than May 15 of that year. Please note that there is always a delay in mail arriving into the TREC office as all mail enters the Department of Commerce and Insurance mail room for sorting and any checks enclosed will be taken to the cashier's office before delivery to our office. Keep the mail delivery process in mind when submitting application packets.

The Commission does not allow ANY solicitation for goods or services.

If you have questions, please contact Steve McDonald, Education Director by e-mail at steve.mcdonald@tn.gov. Thank you for your service!

A handwritten signature in black ink, appearing to read "Steve McDonald".

Stephen D. McDonald, Education Director



STATE OF TENNESSEE
DEPARTMENT OF COMMERCE AND INSURANCE
TENNESSEE REAL ESTATE COMMISSION
500 JAMES ROBERTSON PARKWAY
NASHVILLE, TN 37243-1151

INSTRUCTIONS FOR APPLICATION FOR COURSE APPROVAL

PLEASE READ CAREFULLY AND COMPLETE EVERY FIELD.
INFORMATION MUST BE LEGIBLE OR APPLICATION WILL BE
RETURNED FOR CORRECTION

The following explanations reflect the numbers found on the application.

1. Circle "Initial Course Application" or "Course Renewal". If renewal is selected, include the current course number in the provided blank.
2. Include the complete school or sponsor name. A school/sponsor may be a proprietary organization, an agency, an association or an individual.
3. Include the complete mailing address
4. Include the proper city, state, zip code and day-time contact phone number.
5. Include fax number and e-mail address.
6. Include web address and list a contact person with whom the Commission will correspond.
7. List Course title which will reflect online under our "Approved Schools/Courses" at <http://www.tn.gov/commerce/boards/trec>.
8. List all instructor names. "See resumes attached" or similar language is not acceptable. (All instructors must complete an Instructor Form and be accompanied with backup information).
9. Select format of Delivery.
 - a. If Classroom, circle and move on to section (10).
 - b. If Distance Learning, Circle the type. Distance learning providers may select and use secondary providers who also have the course(s) approved by the Tennessee Real Estate Commission and/or may use entities for marketing their courses. The marketing entities must clearly indicate that they are not the sponsor/owner of the course to insure the student/licensee is aware that he/she is being directed to the approved school/sponsor that will provide the course and will report the course completion information.

10. Course length will be listed in whole hours of instruction. TREC does not approve courses less than two (2) hours in duration and does not recognize portions of instruction hours. Rule 1260-5-.03(2) defines that each hour of classroom instruction shall consist of fifty (50) minutes of actual instruction.
11. Provide a statement concerning the purpose of the course.
12. Provide a statement indicating how the course will improve professionalism.
13. List other professions (if applicable) for which you have or plan to obtain education credit.
14. Indicate if this course is relevant to all TREC licensees or is targeted toward a particular group of licensees.
15. Select the statute and/or rule which supports this course being applicable for real estate practitioners. » For example: A "Basic Real Estate Principles" Course would be supported by TCA §62-13-303(a) (3) (A) and Rule 1260-5-.03(3). An "Agency" course would be supported by TCA §62-13-303(g) and Rule 1260-5-.03(5) (a) 4. All TREC Laws and Rules may be referenced at <http://www.tn.gov/commerce/boards/trec>.
16. Make sure to include all the following in this section. Payments will be processed thru the cashier's office. Please allow time for check to clear and application to be processed.
17. The contact person listed in part 6 of the course application must sign and date the application. The signature and date of the contact person will complete this process. Should any information be incomplete, the application will be returned to the address listed in parts 3 and 4 to the contact person listed in part 1.

This Space for Office Use Only

Approved:

Sponsor No.:

Course No.:

Expiry Date:

Tennessee Real Estate Commission
500 James Robertson Parkway
Nashville, TN 37243
615-741-2273 or 800-342-4031



1. APPLICATION FOR COURSE APPROVAL (2010) (If renewal, review instructions)

Application (circle one): Initial Course
Application

Course
Renewal

TREC No. if Renewal _____
Content Change YES / NO

2. Sponsor Name: _____

3. Mailing Address: _____

4. City/State/Zip: _____

Phone No. () _____

5. Fax No.: _____

E-mail: _____

6. Web: _____

Contact Person: _____

7. Course Title: _____

8. Instructors: _____

9. Format of Delivery: (Circle type that applies to course delivery)

Classroom

Distance Learning

Paper/Pencil

Internet

Other _____

10. Course Length: _____

11. Purpose of Course: _____

12. Statement Concerning How Course Will Improve Professionalism: _____

Continued Page 2

13. List Other Professions for which Sponsor is Seeking Continuing Education Credit:

14. Is the course relevant to all Tennessee Real Estate Licensees (affiliates, brokers, principal brokers)? Yes _____ No _____ (If No, explain relevance to targeted group).

15. Cite the Tennessee Real Estate Commission's Law(s) and/or Rule(s) which make this course fit pre-license or continuing education credit (see instructions):

16. Include with this completed application all the following:

Comprehensive Timed Outline for Entire Course

Course Materials for Paper and Pencil Courses

Completed Instructor Information Form for Each Instructor

An anticipated schedule of course presentations

Certification Documentation for Internet – such certification must be ARELLO certified

Payment for the course relative to the number of continuing education hours requested

Course NOT exceeding 8 hours	\$25.00
------------------------------	---------

Course from 9 – 30 hours	\$50.00
--------------------------	---------

Course exceeding 30 hours	\$100.00
---------------------------	----------

Payment for each course instructor	\$25.00
------------------------------------	---------

By my signature I confirm all information in this application packet to be correct. I will ensure that all course completion information will be provided to the Tennessee Real Estate Commission in the appropriate electronic format and on a timely basis (within 10 working days) which will provide numbers of attendees of the course(s). I will submit to the Commission student evaluations of the course(s) also via electronic format with the submission of course completion information.

17. _____

Signature of Contact Person Listed on Page 1

Date



STATE OF TENNESSEE
DEPARTMENT OF COMMERCE AND INSURANCE
TENNESSEE REAL ESTATE COMMISSION
500 JAMES ROBERTSON PARKWAY STE 180
NASHVILLE TN 37243-1151
(615) 741-2273 or (800) 342-4031

DIRECTIONS FOR COMPLETING THE INSTRUCTOR FORM

This form must be completed in its entirety by every instructor listed on the Application for Course Approval, signed and dated before it will be reviewed by the Tennessee Real Estate Commission.

1. Provide complete name of instructor
2. Provide address, phone number and e-mail address of instructor
3. Check the appropriate box for disciplinary action – if yes selected attach explanation and documentation to this application
4. If instructor wishes to teach pre-license education (60 hour pre-license course for affiliates, course for new affiliates or office broker management) select the requirement(s) that apply to the instructor named on line 1.
5. If instructor wishes to teach continuing education courses, select the requirement(s) that apply to the instructor named on line 1.
6. Place a check mark in the "yes" column for course topics the instructor named on line 1 has the education and/or experience which would qualify him/her to teach such topic. While this form and instructor documentation must be attached for each and every course presented for review, the pre-determination of areas for which an instructor is qualified could expedite course review. Do not write in any of the "Date Comm. Approves" section.
7. Sign and date the application.

Partially completed forms will be returned.

You must attach a resume and copies of transcripts and professional licenses to the application and any certificates which support qualifications.

Tennessee Real Estate Commission
 INFORMATION FORM (01/2009)
 500 James Robertson Parkway
 Nashville, TN 37243
 615/741-2273 or 800/342-4031



INSTRUCTOR

1. Name _____

2. Address _____ Phone _____

E-Mail _____

3. Have you ever been disciplined by any licensing or certifying body? No _____ Yes _____ (If yes, attach explanation and documentation to this application)

PLEASE NOTE: YOU MAY APPLY FOR MORE THAN ONE AREA OF INSTRUCTION USING THIS APPLICATION. IT IS SUGGESTED YOU SELECT AS MANY AREAS FOR WHICH YOU QUALIFY WITH YOUR INITIAL APPLICATION IN ORDER TO EXPEDITE THE COMMISSION'S REVIEW AT A LATER DATE.

A RESUME AND COPY OF ANY AND ALL PROFESSIONAL LICENSES MUST ACCOMPANY THIS APPLICATION.

4. **PRE-LICENSE INSTRUCTION:** If applying to instruct pre-license education (Principles of Real Estate, Course for New Affiliates and/or Office Broker Management) check at least one area in which you meet the requirements (Rule 1260-5-.04 and Policy 94-CPS-003). The Commission requires this course be instructed by a principal broker with at least 5 years of experience. If you do not meet the 5 year requirement, you must appeal to the Commission for a waiver. Include a letter of explanation for the waiver request with this application.

_____ completion of instructor training course (attach copy of certificate of completion) _____ teaching certificate (attach certificate)

_____ bachelor's degree in education _____ designation of CRB, CRS, DREI, GRI

_____ other _____

5. **CONTINUING EDUCATION INSTRUCTION:** If applying to teach continuing education, check at least one of the following:

_____ completion of instructor training course (attach certificate of completion) _____ graduate of accredited law school (attach copy of diploma, transcript or license)

_____ degree in area of instruction (attach copy of diploma or transcript) _____ recognized designation in area of instruction (attach documentation)

_____ five (5) years experience in area of instruction (attach documentation if other than resume) _____ Other _____

6. The topics in the table below indicate the types of courses defined by law and/or rule. Please select the area(s) you would like for the Commission to review relative to your teaching. It is suggested you select all areas which you might want to teach in the current course approval period.

Topic	Yes	Date Comm. Approves	Topic	Yes	Date Comm. Approves
Affiliate Principles			Taxation Real Estate Transaction		
Course for New Affiliates			Closing & Settlement Procedures		
Office Broker Management			Land Use, Planning & Zoning		
Valuation of Real Estate			Time-shares		
Construction/Property Condition, Energy			Type of Property		
Contracts			Fair Housing		
Agency			Antitrust		
Financing Real Estate			Ethics in Real Estate		
Investment Real Estate			Professional Liability		
License Law & Rules					
Property Management					

7. By my signature I certify all the information above is correct:

Signature _____

Date _____



STATE OF TENNESSEE
DEPARTMENT OF COMMERCE AND INSURANCE
TENNESSEE REAL ESTATE COMMISSION
500 JAMES ROBERTSON PARKWAY
NASHVILLE, TN 37243-1151

MEMO

DATE: June 2010
TO: Education Providers
SUBJECT: Uploading Rosters

Directions:

Using Notepad, which is available with any Windows Application, the roster is generated as follows:

There is a header line that will appear before the names of attendees which will allow the course number, provider number, date of completion and roster number to be determined. Immediately following the header line is a line for each licensee with file/license number, last name, first name. Each field is space delimited (do not use any tabs) and will use the following limitations:

Header Line: Must put **RF (in caps)** in first two spaces and information must start in first space of any sequence –

Provider Number:	3-12
Course Number:	13-22 (Most courses have 4 digits. If course only has 3 do not add a zero or space before the number)
Completion Date:	23-32 (YYYYMMDD)
Roster Number:	33-39

License Information:

File/License Number:	1-10
Last Name:	11-25
First Name:	26-40

Please see sample roster below. Please do not leave any empty lines in the roster or "return" after the last name in a roster. That leaves an empty line that is not appreciated by the program.

As displayed in the roster below, another roster can be added right after the first one by keying in the new roster header and the licensee information with no empty lines between the rosters:

PLEASE NOTE: Do not use tabs to move to columns. I did for the first roster I created and it took more time to take the tabs out than it did to create the roster.

E-mail rosters as an attachment to: betsy.bowman@tn.gov

Rosters should be sent on a daily basis, unless no courses were completed on a given day.

Do Not send a roster more than one time unless requested to do so by TREC. If you realize a roster may have problems, contact me by phone or e-mail so we can determine the best way to handle the situation.

Roster Numbers must be sequential. We have found the best sequence is as follows: 09001 for first roster (09 for year and 001 for first roster), then 09002, 09003, etc. If you have already established a roster sequence, continue to use it.

Sample Roster:

RF7777	5555	20020926	02110
123456	Riggs	Kathy	
234567	Bowman	Betsy	
RF7777	6666	20020927	02111
123456	Riggs	Kathy	
234567	Bowman	Betsy	



STATE OF TENNESSEE
DEPARTMENT OF COMMERCE AND INSURANCE
TENNESSEE REAL ESTATE COMMISSION
500 JAMES ROBERTSON PARKWAY
NASHVILLE, TN 37243-1151

TREC CORE Course Topics for 2011-2012

- I. TREC Law, Rule, and Policy Update**
- II. Disclosures**
 - a. Mold**
 - b. Acts of Nature**
 - c. Flood Plain**
 - d. Suppression**
 - e. Stigmatized Properties**
- III. Contracts**
 - a. Residential**
 - b. Commercial**
- IV. Principal Broker Supervision**
- V. Agency**
- VI. Ethics**
- VII. Fair Housing**
- VIII. Marketing**
 - a. Gifts and Prizes**
 - b. Advertising**

The following course outline, with time frames, was approved by the Tennessee Real Estate Commission at its July 11, 2001 meeting for implementation beginning January 1, 2002. This outline replaces the previous outline adopted by the Commission 11-16-93

Future Course for New Affiliates - Outline revised per Commissioner comments

1. Listings (3 hours)
 - Determining Market Value
 - Advertising
 - All Disclosures
2. Agency (3 hours)
 - All Disclosures
 - Agreement
 - Buyer Representation
3. Contracts (6 hours)
 - Laws
 - Drafting
 - Distinction from Offer
4. Fair Housing - Antitrust (3 hours)
5. Risk Reduction (3 hours)
 - Documentation/Records
6. Tennessee Real Estate Commission's Laws/Rules/Policies (3 hours)
 - Broker/Affiliate/Firm Relationships and Responsibilities
7. Residential/Commercial/Rental Property Management (types of specialties) (3 hours)
8. Ethics and Etiquette (3 hours)
 - Communication
9. Finance (3 hours)
 - Closings

cnaout